

PRAVEENKUMAR N GOUDANAIAKAR

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S/o Neelappa S Goudanaikar #H no. 2 Laxmi Nivas, Mallikarjun
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Objective

To work in an environment where I can use my potential and skills to cope with the job and implementing my maximum talent towards the growth of the organization with sincere hard work as an individual or with team and To be a part of the team in placing my company into better position in this competitive world.



Experience

1) Sietz Technologies India Pvt Ltd (Escorts Sister Concerned Company)

Jan 2021 - Till date

Karnataka State Head

Nature of job:

- Educating the customer about new product.
- Fixing New dealer's appointments.
- Meeting Local mechanics for agriculture purpose.
- Creating Social media marketing to promote the products.
- New customer enquiry, Follow-up, Delivery installation, Educating operator regarding mantling and dismantling of implement.
- Usage of 3point linkage.
- Preparing VFS (Village Fact Sheet) regarding tractor enquiry about villages so that we get to know about soil condition and what type of implement they use.

2) Mahindra & Mahindra Swaraj Division (FES-Firm Equipment Sector) Covering:Karnataka, Based:Hubli

Nov 2017 - Dec 2020

Activity Captain

Nature of job:

- Looking across North and South Karnataka as Activity Captain under 22 dealership which we conduct.
- Local mechanic and farmers visit for updation of new product launching and arranging for training.
- Revise the tractor operation for farmers, drivers and arrange plant visits, payment collection, ATS updation, delivery, installation, billing, BG & TA upgrading.
- Conducting Van campaigns, demo activity, road show, exchange mela, existing customer visit for exchange or Enquiry generation.

**3) MASCHIO GASPARDO INDIA PVT LTD. (AID-Agriculture Implement Division)
Covering:Karnataka &Tamilnadu, Based:Bengaluru**

Dec 2016 - Oct 2017

Service Engineer

Nature of job:

- Product feedback, customer service, demo activity on-field, service follow-up, spare parts, customer meet, operator meet, local mechanic training, dealer development activity such as workshop upgradation, technician training, supervisor training, mobile service van/bike, installation to each customer and feedback from customer, warranty claims, service coupon claims, service camp arrangements, door step service.

**4) FORCE MOTORS LTD (AVD-Agriculture Vehicle Division) Covering:Belgaum Cluster,
Based:Pune**

Oct 2013 - Dec 2016

Service Engineer

Nature of job:

- Belgaum-DEPOT responsibility covering New tractor unloading, P.D.I, Held up Tractors Repair works, billed tractor dispatch, road show display tractors and demo tractor maintenance and updating to H.O.
- Covering 3 dealership excluding depot, Munnavalli, Mudhol, Goa dealership handling in which dealer capability, manpower, infrastructure, old and new customer visit and field demo, warranty claims, coupon claims, brand building activities like main service camp, remote service camp, local mechanic meet, customer meet at each dealership to satisfy customer to minimize the product complaints, rectification of product complaints, arranging dealer mechanic/local mechanics for product training at CTC Pune to build confidence in them about our brand.



Skills

- Knowledge on Tractors, 4 wheelers and L.C.V
- Working knowledge of Internet
- Skilled in MS Office
- Knowledge of Auto-Cad



Career Highlights

- New product monitoring-Dealer development and support in increasing vehicle sales by organizing awareness camps and driver training program.
- Projects handled with hill holder for heavy vehicles in college projects.



Education

K L E Polytechnic,Vidhyanagar, Hubli, Karnataka

2010 passout

Diploma in Automobile Engineering



Achievements & Awards

- Started career as a dealer and by continuous learning, hardwork, Kaizen in professional or personal life and eager to know new things became Engineer in automobile service industry.



Industrial Exposure

1) ESCORTS LIMITED (Agri Machinery Marketing Division)

Designation: Service Project Officer (Period: Jun 2011 to Oct 2013) Covering: Karnataka, Based: Area Office

Trainings undertaken:

- EDMS Company Software Training.
- BASIC Training on Powertrac/Farmtrac Tractor.
- ADVANCE Training on Transmission and Hydraulics.
- ESCO TECH MASTER Training on Turbo Engine and Skill Test.
- Attending Product Complaint throughout Karnataka.
- Tracking Newly launched tractor in the Market.

2) M/s Manjunath Motors (Authorised dealers of Eicher Motors)

Designation: Service Manager (Period: Jan 2011 to Jun 2011) Based: Hubli

Trainings undertaken:

- Joined as Supervisor.
- Involved in job card preparation, preparing estimation for repairs, job allocation for technicians, Analyzing failures, coordinating with Principals for warranty, delivery of vehicles within promised time.
- Warranty management with Service Engineer.
- Preparing technical reports in case of critical failures.
- Responsible for Accident Vehicles repairing/delivering.
- Evaluating technical skills of workshop personnel and aiding training for the same.
- Coordination with vendors (MICO, EXIDE, HOLSET, TEL & others) for faster and smoother movement.
- Warranty management Trainings.
- WSM training by Eicher motors on all commercial vehicles for the period of one month in every year in their Indor plant.
- Training on customer handling skills.
- Training on warranty handling of Eicher commercial and passenger vehicles.
- Training on BS-III vehicle familiarization and troubleshooting.
- Training on Turbo chargers by Turbo energy Limited.



Declaration

I hereby declare that the above mentioned information is true to the best of my knowledge.

Date: __/__/__

Place: Hubballi

(Praveenkumar N Goudanaikar)